

## Message Text

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ACTION SS-25

INFO OCT-01 ISO-00 SSO-00 /026 W  
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R 091149Z OCT 75  
FM AMEMBASSY PARIS  
TO SECSTATE WASHDC 3981

S E C R E T SECTION 01 OF 03 PARIS 26195

EXDIS

E.O. 11652: XGDS-1

TAGS: OVIP( SCHLESINGER, JAMES), PFOR, MARR, FR  
SUBJECT: SECDEF DISCUSSIONS IN FRANCE

1. BEGIN SUMMARY: IN COURSE OF PLENARY SESSION BETWEEN US AND FRENCH DELEGATES THE AFTERNOON OF SEPTEMBER 29, STANDARDIZATION OCCUPIED MOST ATTENTION. OTHER SUBJECTS ADDRESSED INCLUDED INDIAN OCEAN, AMERICAN GUARANTEE FOR THE DEFENSE OF EUROPE, US STRATEGIC POSTURE, US TROOPS IN EUROPE, FBS, TACNUKES, MBFR, AND LOGISTICS. FOLLOWING IS UNCLEARED AND INFORMAL RECORD OF MEETING. PLEASE PASS SECDEF. END SUMMARY.

2. STANDARDIZATION: SECDEF SAID THAT NATO STANDARDIZATION IS LARGELY A QUESTION OF ACQUIRING COST EFFECTIVE WEAPONS FOR NATO FORCES. IT SHOULD NOT BE VIEWED AS A MECHANISM TO HELP SPECIFIC ARMAMENTS INDUSTRIES OR TO MEET BALANCE OF PAYMENTS PROBLEMS ENCOUNTERED BY MEMBER NATIONS. STANDARDIZATION SHOULD BE TREATED IN A PRAGMATIC FASHION ON A CASE-BY-CASE BASIS RATHER THAN AS A "GRAND" PROGRAM THAT WOULD BE TOO RIGID FOR EFFECTIVE IMPLEMENTATION.

3. DEFENSE MINISTER BOURGES SAID THAT STANDARDIZATION MUST NOT "STERILIZE" EACH NATION'S EFFORT. IT MUST NOT LEAD TO SPECIALIZATION THAT LEAVES SOME NATIONS PRODUCING ONLY CERTAIN WEAPONS, WHILE OTHER NATIONS CAN

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PRODUCE ONLY CERTAIN OTHER WEAPONS. EUROPEAN R&D BASE

MUST BE MAINTAINED. HE SAID THAT PRICE SHOULD NOT ALWAYS BE CONTROLLING FACTOR IN STANDARDIZATION. HE ADDED THAT WE NEED A FREE EXCHANGE OF INFORMATION BETWEEN US ON QUESTION OF THIRD COUNTRY SALES. BOURGES AGREED WITH U.S. EMPHASIS ON PRAGMATIC, FLEXIBLE APPROACH TO STANDARDIZATION. DELPECH (FRENCH ARMAMENTS CHIEF) SAID THAT EUROPEAN FORCES LACK "INTEROPERABILITY." HE WAS STRUCK BY THE DIVERSITY OF TYPES OF AMMUNITION AND OF COMMUNICATIONS SYSTEMS. HE SAID THAT THE FRENCH WERE READY TO DISCUSS THIS PROBLEM AT THE NEXT MEETING OF THE FOUR-NATION (U.S., FRANCE, UK, FRG) ARMAMENT DIRECTORS, A POINT SUPPORTED BY BOURGES. (IN LATER SEPARATE CONVERSATION, DELPECH REFINED THIS IDEA, SAYING THAT HE DID NOT INTEND TO RULE OUT NAC AS FORUM FOR ADDRESSING OVERALL STANDARDIZATION POLICY. HE CONSIDERED, HOWEVER, THAT "TOUGH WORK" WOULD HAVE TO BE HANDLED IN FOUR-POWER CONTEXT IN INITIAL STAGES, THOUGH NOT NECESSARILY TO EXCLUSION OF OTHER NATO FORUMS.) GENERAL MERY (CHAIRMAN OF FRENCH JOINT CHIEFS OF STAFF) AGREED THAT "INTEROPERABILITY" IS VERY IMPORTANT. HE ADDED THAT THE FRENCH ARE CONSCIOUS OF THE LOGISTICS PROBLEMS THAT LIMIT THE EFFECTIVENESS OF THE FRENCH SECOND CORPS (LOCATED IN GERMANY) WITH REGARD TO COOPERATION WITH NATO.

4. SECDEF SAID THAT HE ACCEPTED BOURGES' IDEA THAT NO NATION SHOULD BE FROZEN OUT OF A PARTICULAR R&D AREA. PURPOSE OF STANDARDIZATION IS TO MAKE BETTER USE OF RESOURCES, NOT TO CORNER THE R&D MARKET. HE ADDED THAT THE "COST EFFECTIVENESS" MEASURING ROD NEED NOT BE SYNONYMOUS WITH "CHEAPEST." HE AGREED THAT PRICE SHOULD NOT "ALWAYS" BE CONTROLLING FACTOR. NEVERTHELESS, PURPOSE OF STANDARDIZATION IS TO PROCURE BETTER WEAPONS AT THE LOWEST POSSIBLE COST. CONSEQUENTLY, THE GREATER THE DISPARITY IN THE COST EFFECTIVENESS OF COMPETING WEAPONS SYSTEMS, THE GREATER THE PROBLEM THAT A LESS COST EFFECTIVE SYSTEM WILL ENCOUNTER IN BEING SELECTED. HE UNDERLINED UTILITY OF HAVING BROAD COMPETITION AMONG VARIOUS PROTOTYPES. EFFECTIVE COMPETITION AND OBJECTIVE REVIEW WILL LEAD TO THE INDUSTRIALLY COMPETENT NATIONS RECEIVING THEIR JUST SHARE OF THE STANDARDIZATION MARKET.

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SECDEF RECALLED THAT THE USG NOW HAS ADDITIONAL FLEXIBILITY UNDER U.S. LAW TO PURCHASE ABROAD. HE CAUTIONED, HOWEVER, THAT CHANGE IN U.S. LAW DOES NOT ELIMINATE THE EFFECTS OF STRONG VESTED INTERESTS IN U.S. ARMAMENT INDUSTRY. HE ADDED THAT WE MUST RECOGNIZE THAT THE ULTIMATE PAYOFF OF STANDARDIZATION IS THE EFFECTIVENESS OF THE WEAPONS IN THE FIELD RATHER THAN THE DESIGNERS'

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TO SECSTATE WASHDC 3982

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EXDIS

PROMISES CONCERNING WHAT THEIR WEAPONS WILL DO. IN THE PAST, WEAPONS PRODUCTION HAS BEEN EXCESSIVELY DOMINATED BY R&D PRESSURES AT THE EXPENSE OF END USERS NEEDS. SECDEF SAID THAT THIS HAD LED IN MANY CASES TO WEAPONS OF "UNDUE SOPHISTICATION." THE U.S. SPENDS TWO OR THREE TIMES THE R&D MONEY THAT THE EUROPEANS SPEND. SECDEF SAID THAT IN HIS JUDGMENT, NATIONAL ARMAMENTS INDUSTRIES FLOURISH BY KEEPING UP WITH ADVANCED TECHNOLOGY. CARTELIZATION OR MARKET SHARING UNDERCUTS THE REAL FORCES THAT KEEP COMPETITION STRONG AND THAT PRODUCE THE BEST WEAPONS SYSTEMS. HE SAID THAT HE WAS OPPOSED TO UNDUE AMOUNTS OF PROTECTIONISM FOR NATIONAL ARMAMENTS INDUSTRIES. HE ADDED THAT HE WAS DELIGHTED THAT FRANCE CAN BE ASSOCIATED WITH ITS NATO ALLIES THROUGH THE NORTH ATLANTIC COUNCIL IN DISCUSSIONS EXAMINING THE SUBJECT OF NATO STANDARDIZATION.

5. BOURGES SAID THAT THE EUROPEAN AIRCRAFT INDUSTRY IS THREATENED WITH EXTINCTION AT SOME TIME IN THE FUTURE. THE FRENCH, FOR THEIR PART, ARE PREPARED TO DO WHATEVER IS NECESSARY TO KEEP THEIR AIRCRAFT INDUSTRY ALIVE NO MATTER WHAT THE PRICE. THEY INTEND TO MAINTAIN A EUROPEAN CAPABILITY FOR AIRCRAFT CONSTRUCTION. DELPECH SAID THAT THE FIRST GOAL OF "STANDARDIZATION" SHOULD BE TO IMPROVE THE EFFICIENCY OF EUROPEAN FORCES. THE SECOND GOAL SHOULD BE IN TERMS OF COST EFFECTIVENESS. BOURGES SAID THAT THE FRENCH WERE READY TO EXPAND BILATERAL

INDUSTRIAL COOPERATION WITH US FIRMS, AND HE CITED THE  
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GE/SNECMA ARRANGEMENT AS AN EXAMPLE OF THE CONSTRUCTIVE  
TYPE OF BILATERAL INDUSTRIAL COOPERATION THAT HE WOULD  
LIKE TO SEE EXPANDED.

6. INDIAN OCEAN: GENERAL MERY POINTED OUT THAT THERE  
WERE THREE AREAS FOR IMPROVEMENT IN RELATIONS BETWEEN  
U.S. AND FRENCH NAVAL FORCES IN THE INDIAN OCEAN. HE  
SAID THAT HE HAD DISCUSSED THESE POINTS WITH ADMIRAL  
HOLLOWAY DURING THE CNO'S RECENT VISIT TO PARIS; FIRST,  
A MORE COMPLETE EXCHANGE OF TACTICAL INFORMATION BETWEEN  
THE TWO FLEETS. SECOND, COOPERATIVE PLANNING FOR SHIP  
DEPLOYMENTS SO THAT THERE ARE NOT TOO MANY FRENCH AND  
AMERICAN SHIPS IN ONE AREA AND TOO FEW IN ANOTHER. THIRD,  
IMPROVED ARRANGEMENTS TO PROVIDE SUPPORT FOR EACH OTHER.

7. AMERICAN GUARANTEE: IN RESPONSE TO FRENCH QUESTION  
WHETHER AMERICAN GUARANTEE FOR THE DEFENSE OF EUROPE  
WOULD BE LIKELY TO WEAKEN IN COMING YEARS, SECDEF ASSURED  
THE FRENCH THAT OUR SECURITY WAS INEXTRICABLY LINKED TO  
THE SECURITY OF EUROPE.

8. US STRATEGIC POSTURE: WHEN THE FRENCH SIDE PROBED  
SECDEF'S THINKING ON U.S. STRATEGIC POSTURE, HE  
RESPONDED THAT OUR STRATEGIC POSTURE IS DESIGNED TO REBUT  
ANY ARGUMENT THAT THE U.S. IS "DE-COUPLED" ITS STRATEGIC  
FORCES FROM THE DEFENSE OF EUROPE. THE NEW FLEXIBILITY  
GIVEN TO AMERICAN STRATEGIC TARGETING DOCTRINE SERVES TO  
MAINTAIN THE "COUPLING" OF U.S. STRATEGIC FORCES TO THE  
DEFENSE OF EUROPE, SAID SECDEF.

9. US TROOPS IN EUROPE: SECDEF NOTED THAT CONGRESSIONAL  
OPPOSITION TO MAINTAINING U.S. TROOPS IN EUROPE IS  
WANING AND THAT WE WILL MAINTAIN AND IMPROVE OUR TROOPS  
IN EUROPE.

10. FBS: IN RESPONSE TO A QUESTION ABOUT THE INTER-  
RELATIONSHIP BETWEEN FBS AND U.S. TACTICAL NUCLEAR  
WEAPONS IN SALT AND MBFR, SECDEF SAID THAT FBS SHOULD BE  
SEEN AS A BALANCE TO THE SOVIET NUCLEAR THREAT DIRECTED  
AT WESTERN EUROPE, INCLUDING SOVIET IRBM'S AND SCUDS.

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TO SECSTATE WASHDC 3983

S E C R E T SECTION 03 OF 03 PARIS 26195

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11. TACNUKES: SECDEF SAID THAT OUR POSTURE FOR  
OFFENSIVE TACTICAL NUCLEAR WEAPONS MUST BE IMPROVED, NOT  
WEAKENED.

12. MBFR: SECDEF SAID THAT MBFR IS DESIGNED TO ENHANCE  
THE SECURITY OF EUROPE. IT IS NOT A GIMMICK DESIGNED TO  
MEET THE BUDGETARY COMPLAINTS OF SOME OF THE ALLIES.  
FOR EXAMPLE, MBFR MUST NOT BE USED TO DELIVER THE UK AND  
DUTCH FROM THEIR PROBLEMS WITH THEIR DEFENSE BUDGETS.  
FRENCH MADE STANDARD PITCH CONCERNING THEIR FEARS RE  
MBFR, PARTICULARLY THE NUCLEAR ELEMENT INVOLVED IN  
OPTION III. SECDEF GAVE CAREFUL ATTENTION TO A THOROUGH  
SUBSTANTIVE REBUTTAL OF FRENCH POINTS.

13. MILITARY STAFF TALKS ON LOGISTICS: REFERRING TO  
MILITARY STAFF TALKS THAT HAD LED TO DRAFT BILATERAL LOC  
AGREEMENT, SECDEF SAID THAT DETERRENT EFFECT OF FORMAL  
LOC AGREEMENT WOULD BE ENHANCED IF ITS EXISTENCE WERE  
MADE KNOWN TO THE SOVIETS. BOURGES ACKNOWLEDGED THAT,  
FROM A MILITARY POINT OF VIEW, SECDEF WAS CORRECT. FROM  
A POLITICAL POINT OF VIEW, HOWEVER, HE THOUGHT SECDEF  
WAS ONLY "RELATIVELY RIGHT." HE CONCLUDED THAT HE MUST  
"RESERVE JUDGMENT" ON QUESTION OF MAKING PUBLIC ANY LOC  
AGREEMENT THAT MIGHT EVENTUALLY BE APPROVED BY U.S. AND  
GOF.  
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